

Message Text

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PAGE 01 DAMASC 03165 011513Z
ACTION NEA-11

INFO OCT-01 ISO-00 COME-00 EB-08 CCO-00 PASO-00 /020 W
-----037396 012335Z /66

R 011413Z JUN 78
FM AMEMBASSY DAMASCUS
TO SECSTATE WASHDC 8248

UNCLAS DAMASCUS 3165

FOR NEA/ARN FROM DENNIS MICHAUD TO THEROS

E.O. 11652: NA
TAGS: BEXP, SY
SUBJ: 1978 DAMASCUS INTERNATIONAL FAIR-STATUS REPORT

REF: DAMASCUS 2890

1. PLEASE PASS TO PATRICK N. THEROS AT FOLLOWING ADDRESS:
3283 ARCADIA PLACE, N.W. WASHINGTON D.C. 20015 TELE:
966-3118. BELOW IS STATUS REPORT ON 1978 DAMASCUS INTERNATIONAL
FAIR.

2. A) PAVILION: 95 PERCENT COMPLETED. REMAINING WORK CONSISTS OF,
INSTALLATION OF DOORS, CLEANUP OF OUTSIDE AREA, AND WALL
SEPARATING OUTSIDE AREA FROM PUBLIC LAVATORIES. SHOULD BE
COMPLETED BY JUNE 8 IF NOT EARLIER.

B) CONSTRUCTION CONTRACT: AWARDED TO ALBERT SAYEGH FOR
\$45,500 (APPROX.) NEXT HIGHEST BID WAS FOR \$55,000.

C) DUSEX: ON BOARD. OFFICE STAFF HIRED.

3. PARTICIPANTS: A) INDOOR: FOLLOWING FIRMS ARE COMMITTED
FOR SPACE TOTALING 16 BOOTHS: GMOC (5), HADAYA (5), FRIGIDAIRE,
PECTEN, YORK INTERNATIONAL, DETROIT DIESEL, HARLEY-
DAVIDSON (2). AMMAND BUSINESS COMMUNITY ADDITIONAL
BOOTH NOT FINALIZED YET (NEED COMMITMENT FROM ONE
MORE FIRM) BUT IS EXPECTED TO PARTICIPATE. B) OUTDOOR:
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FOLLOWING FIRMS COMMITTED FOR 990 SQ MT: APPLIED POWER,
FIAT ALLIS, CUMMINS ENGINE, DAVIS, WEST, INTERNATIONAL
HARVESTER. FOLLOWING FIRMS HAVE EXPRESSED INTEREST:
ONAN, PETROGEN (20 SQ MT) HARVESTERS DEVCO,

4. RECRUITMENT: 4 MORE BOOTHS REMAIN TO BE FILLED.
LOCAL AGENT OF MOLY LUBRICANTS COMPANY HAVE EXPRESSED

INTEREST AND ARE AWAITING WORD FROM U.S. FIRM HEADQUARTERS. LOCAL AGENTS TO TWO OTHER FIRMS HAVE EXPRESSED VAGUE INTEREST AND HAVE PROMISED TO FOLLOW UP: GENERAL ELECTRIC, EASTMAN KODAK. NAZIR HADAYA IS IN CONTACT WITH GIBSON ON REPRESENTATION AND EXHIBITION AT FAIR, AND IF SUCCESSFUL, WILL REQUEST ADDITIONAL BOOTH. REFTEL OUTLINES INTEREST OF KALPAKJI.

5. KALPAKJI, SINCE REFTEL, HAS INDICATED THAT HE WOULD REQUIRE MINIMUM OF SL 33,000 TO PARTICIPATE, AND WOULD BE WILLING TO USE ALLOCATION FOR IMPORT OF FOODITEMS. DUSEX WALLS HAS INDICATED THAT HE REQUIRES AT MOST ONLY SL 30,000 (AND PROBABLY LESS) OF SL 60,000 ALLOCATED FOR FOOD DONATIONS. IN VIEW OF SHORT TIME REMAINING, I SUGGEST THAT WE PROMISE KALPAKJI SL 25,000-30,000 WORTH OF QUOTA NOW, WITH ASSURANCE THAT REMAINING 3,000 WOULD PROBABLY BE AVAILABLE, ONCE YOU RETURN AND ARE ABLE TO DETERMINE FINAL ALLOCATIONS.

6. ACTION REQUESTED: PLEASE REPLY ASAP ON YOUR REACTION TO ABOVE PROPOSAL.

PELLETREAU

NOTE BY OC/T: PASSED ADDRESSEE.

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